



# Washington State Department of Agriculture News Release

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WASHINGTON STATE DEPARTMENT OF AGRICULTURE

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## **Grants to help market agricultural products and fight trade barriers**

OLYMPIA – The state Department of Agriculture has awarded \$506,000 in grants to fund 20 projects designed to remove trade barriers and increase sales of Washington food and agricultural products in the U.S. and abroad. The grants are the first in a \$2.1 million matching-fund program to assist state agriculture as it struggles with the effects of weak markets, low prices, storm damage and drought.

Commodity commissions, associations and non-profit organizations that represent agricultural and food companies were eligible to apply. Those selected to receive grants are contributing matching cash and in-kind contributions. The application deadline for the first round of grants was Nov. 30. A second round is anticipated for July.

“One of our priorities as an agency is to get more sales and more money into the pockets of Washington producers and food processors,” said Bill Brookreson, acting director of the state Department of Agriculture. “We are very pleased to have a number of excellent proposals that we believe will help to make that happen.”

The 2001 Legislature authorized \$700,000 for the program, which allows the Department of Agriculture to combine funds with industry to enhance markets and fight trade barriers. The department also allocated \$1.4 million of a one-time federal agricultural assistance grant to support this program. Below are approved projects. Others are pending.

### **Trade barriers**

Of 13 applications submitted, 11 were awarded a total of \$282,500 to resolve issues such as tariffs, “dumping” of products into the U.S. market by overseas competitors, quotas and other market access issues.

**Washington State Potato Commission** – \$25,000 to open markets in Japan, China and Mexico; \$15,000 to eliminate anti-dumping duties for potato exports to Canada; and, \$10,000 to analyze Canadian laws that prohibit a province from importing agricultural products if a neighboring province can supply them.

**Washington Apple Commission** – \$25,000 for legal fees to defend the U.S. Commerce Department’s anti-dumping rules against imported Chinese apple juice concentrate.

**Washington Wine Commission** – \$17,500 to assist wineries and retailers by developing a database of barriers, rules and regulations that govern access to key domestic and international markets.

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**Washington Hop Commission** – \$40,000 to coordinate the research and regulatory activities of the U.S., the United Kingdom and Germany, and work with chemical manufacturers to prevent technical standards, such as residue levels and chemical registrations, from serving as trade barriers.

**Washington Asparagus Commission** – \$50,000 to research ways to mechanize harvesting, packing and processing of asparagus. This will allow the industry to compete with foreign imports.

**Washington State Fruit Commission** – \$20,000 to standardize fumigation requirements for sweet cherries exported to Australia and Japan; and, \$20,000 to withdraw duty-free access for South African canned pears. These pears enter the market at 50 cents to a dollar below the cost of production for Washington growers.

**Washington Red Raspberry Commission** – \$50,000 to establish a “floor price” and set dumping margins for individually quick frozen red raspberries from Chile.

In addition, \$10,000 was granted in support of Washington honey producers to fund a multi-state research effort to prepare an anti-dumping petition against suppliers of below-cost honey from China and Argentina.

### **Market development and promotion**

Of 20 applications received, nine were awarded a total of \$223,500 to be used for in-store promotions, sales missions, trade shows, and other domestic or international marketing activities.

**Washington State Nursery and Landscape Association** – \$25,000 to increase sales in Japan.

**Washington Apple Commission** – \$25,000 to fund a position to ensure that Washington apples are placed in U.S. Department of Agriculture’s food aid programs for Russia and Sub-Sahara Africa; \$20,000 for a joint venture with the Pear Bureau Northwest to promote Washington apples and U.S. pears in Indonesia; and, \$12,000 to introduce Pink Lady apples to consumers in Canada.

**Northwest Fisheries Association** – \$15,000 to introduce North Pacific seafood to restaurants, importers and distributors in London.

**Washington Red Raspberry Commission** – \$22,500 to increase sales of red raspberries in Japan.

**Puget Sound Gillnet Salmon Commission** – \$30,000 to develop a brand identity for Washington wild salmon.

**Washington Pea and Lentil Commission** – \$24,000 to bring representatives of the major food aid organizations to Washington and encourage use of peas and lentils in their food aid programs. And, \$50,000 to encourage private voluntary organizations to use peas and lentils in international food aid projects.